

## **Exhibit G**

## Exhibit G

## Summary of BMS/OTN Revenue by Product (\$): Excluding Sales to Federal Entities

## Oncology Products

Year	Blenoxane					Cytoxan					Cytoxan Tablets				
	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference
1993	45,649,907	45,127,588	-	45,127,588	1.1%	1,792,986	(3,969,198)	-	(3,969,198)	321.4%	23,818,925	23,709,045	-	23,709,045	0.5%
1994	41,557,375	40,875,515	-	40,875,515	1.6%	14,973,816	7,611,340	-	7,611,340	49.2%	22,794,531	22,599,411	-	22,599,411	0.9%
1995	45,750,245	44,811,781	-	44,811,781	2.1%	21,300,057	10,699,500	-	10,699,500	49.8%	22,589,052	22,359,019	-	22,359,019	1.0%
1996	42,417,666	39,190,437	-	39,190,437	7.6%	26,870,955	10,118,920	-	10,118,920	62.3%	22,226,462	22,029,087	-	22,029,087	0.9%
1997	33,245,993	24,621,471	28,140	24,593,332	26.0%	30,363,888	8,639,477	-	8,639,477	71.5%	23,092,640	22,981,000	-	22,981,000	0.5%
1998	29,690,702	19,762,743	10,839	19,751,904	33.5%	31,534,561	7,552,518	-	7,552,518	76.1%	23,926,111	23,867,517	-	23,867,517	0.2%
1999	36,180,144	23,187,950	3,100	23,184,850	35.9%	29,779,171	6,390,282	-	6,390,282	78.5%	27,254,324	26,669,719	-	26,669,719	2.1%
2000	27,619,910	15,144,559	-	15,144,559	45.2%	27,538,022	6,819,271	-	6,819,271	75.2%	16,191,453	16,089,254	-	16,089,254	0.6%
2001	16,979,379	7,303,227	-	7,303,227	57.0%	28,590,256	6,569,617	-	6,569,617	77.0%	15,920,285	15,799,834	-	15,799,834	0.8%
2002	12,261,734	5,067,476	-	5,067,476	58.7%	31,590,911	8,462,788	-	8,462,788	73.2%	12,146,395	11,182,484	-	11,182,484	7.9%
Paraplatin															
Year	Paraplatin					Taxol					VePesid				
	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference
1993	14,281,174	15,862,509	-	15,862,509	-11.1%						23,183,869	22,715,299	-	22,715,299	2.0%
1994	115,447,150	113,509,097	-	113,509,097	1.7%						99,112,667	78,246,790	-	78,246,790	21.1%
1995	183,911,409	180,224,939	-	180,224,939	2.0%						111,093,241	68,714,456	-	68,714,456	38.1%
1996	248,614,036	242,839,711	-	242,839,711	2.3%						99,599,034	27,770,672	-	27,770,672	72.1%
1997	321,743,013	313,895,859	500,035	313,395,824	2.6%	139,399,280	137,398,468	1,034,376	136,364,092	2.2%	83,652,126	10,804,268	-	10,804,268	87.1%
1998	405,370,089	396,619,126	2,994,099	393,625,027	2.9%	781,433,996	768,600,523	5,636,410	762,964,112	2.4%	66,732,005	3,376,463	-	3,376,463	94.9%
1999	472,431,951	461,383,003	4,842,390	456,540,612	3.4%	911,699,756	895,908,869	10,376,592	885,532,277	2.9%	65,868,952	4,359,041	-	4,359,041	93.4%
2000	576,435,239	563,980,611	5,798,784	558,181,827	3.2%	962,444,588	943,383,975	16,197,583	927,186,392	3.7%	63,264,145	8,228,570	-	8,228,570	87.0%
2001	598,562,500	579,345,682	6,097,236	573,248,446	4.2%	600,290,626	538,266,068	8,917,647	529,348,421	11.8%	49,357,285	430,087	-	430,087	99.1%
2002	567,058,929	529,580,383	6,915,222	522,665,161	7.8%	220,026,096	36,960,337	3,724,563	33,235,774	84.9%	47,154,659	1,316,996	-	1,316,996	97.2%
VePesid Capsules															
Year	VePesid Capsules														
	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference										
1993	19,433,818	19,330,376	-	19,330,376	0.5%										
1994	26,764,087	26,622,780	-	26,622,780	0.5%										
1995	25,927,753	25,612,706	-	25,612,706	1.2%										
1996	24,652,321	24,334,034	-	24,334,034	1.3%										
1997	22,610,894	22,504,345	-	22,504,345	0.5%										
1998	27,971,635	27,763,111	-	27,763,111	0.7%										
1999	26,406,692	25,743,112	-	25,743,112	2.5%										
2000	29,491,105	29,072,752	-	29,072,752	1.4%										
2001	22,887,712	22,592,211	-	22,592,211	1.3%										
2002	12,005,950	11,829,980	-	11,829,980	1.5%										

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## Primary Care/Virology Products

Year	Avapro					Buspar					Cefzil Suspension				
	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference
1993						210,110,583	209,372,976	-	209,372,976	0.4%	73,921,031	72,771,576	-	72,771,576	1.6%
1994						258,169,707	256,316,990	-	256,316,990	0.7%	106,539,800	106,211,140	-	106,211,140	0.3%
1995						273,271,940	272,005,470	-	272,005,470	0.5%	113,829,653	113,611,618	-	113,611,618	0.2%
1996						331,860,366	330,485,629	-	330,485,629	0.4%	104,477,716	104,168,395	-	104,168,395	0.3%
1997	17,384,885	17,390,845	-	17,390,845	0.0%	412,815,613	412,046,123	739,721	411,306,402	0.4%	140,626,717	140,332,868	1,682,248	138,650,620	1.4%
1998	82,967,949	82,957,750	214,252	82,743,497	0.3%	504,733,509	502,612,414	1,343,421	501,268,992	0.7%	150,169,501	153,659,649	1,566,119	152,093,530	-1.3%
1999	162,748,072	162,943,362	4,002,066	158,941,296	2.3%	616,168,957	612,187,826	2,930,758	609,257,068	1.1%	169,599,394	166,514,364	1,470,376	165,043,988	2.7%
2000	220,245,669	219,396,260	6,694,001	212,702,259	3.4%	743,402,265	734,987,263	4,275,870	730,711,393	1.7%	183,432,314	176,985,437	1,944,033	175,041,404	4.6%
2001	254,873,810	249,746,506	8,625,263	241,121,243	5.4%	311,056,425	305,697,235	828,566	304,868,669	2.0%	160,490,485	156,912,389	2,003,323	154,909,066	3.5%
2002	265,301,023	260,978,799	11,019,020	249,959,780	5.8%	6,388,395	6,380,281	1,161	6,379,121	0.1%	65,026,345	63,173,306	2,090,870	61,082,436	6.1%
Cefzil Tablets															
Year	Cefzil Tablets					Coumadin					Glucophage				
	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference
1993	72,795,393	72,589,551	-	72,589,551	0.3%						89,782,917	89,723,567	-	89,723,567	0.1%
1994	89,390,675	89,063,178	-	89,063,178	0.4%						334,924,760	332,886,589	-	332,886,589	0.6%
1995	98,135,898	97,930,356	-	97,930,356	0.2%						571,653,125	568,635,359	5,160,120	563,475,239	1.4%
1996	110,072,927	109,837,509	-	109,837,509	0.2%						1,254,706,601	1,239,824,091	17,566,683	1,222,257,408	2.6%
1997	164,914,339	164,382,518	4,477,631	159,904,887	3.0%						1,707,405,326	1,690,276,773	22,146,171	1,668,130,602	2.3%
1998	159,818,643	163,246,435	3,428,433	159,818,003	0.0%	351,844,525	316,355,367	-	316,355,367	10.1%	846,568,698	840,328,278	8,695,728	831,632,551	1.8%
1999	192,985,639	188,871,799	2,615,288	186,256,511	3.5%	466,297,095	406,015,752	-	406,015,752	12.9%	1,254,706,601	1,239,824,091	17,566,683	1,222,257,408	2.6%
2000	174,226,559	167,821,569	2,695,957	165,125,612	5.2%	298,911,169	228,398,327	-	228,398,327	23.6%	1,707,405,326	1,690,276,773	22,146,171	1,668,130,602	2.3%
2001	155,865,218	151,971,166	2,229,635	149,741,531	3.9%	215,438,484	118,935,619	5,737,967	113,197,652	47.5%	2,154,888,818	2,080,092,279	18,878,837	2,061,213,442	4.3%
2002	47,661,888	46,582,421	2,360,590	44,221,830	7.2%	376,731,314	323,604,029	30,732,014	292,872,015	22.3%	12,705,253	12,286,098	1,389,316	10,896,782	14.2%
Glucophage XR															
Year	Glucophage XR					Glucovance					Monopril				
	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference
1993											205,835	205,835	-	205,835	0.0%
1994											5,026,443	4,993,239	-	4,993,239	0.7%
1995											47,200,779	45,925,622	-	45,925,622	2.7%
1996											108,653,284	105,452,791	-	105,452,791	2.9%
1997											159,890,702	158,758,302	8,470,782	150,287,520	6.0%
1998											199,044,489	196,301,019	12,584,237	183,716,781	7.7%
1999											233,578,838	232,102,780	13,568,654	218,534,126	6.4%
2000	58,263,225	52,468,634	7,245	52,461,390	10.0%	131,797,451	120,490,699	390,249	120,100,449	8.9%	267,914,328	266,749,863	26,571,819	240,178,044	10.4%
2001	337,819,959	329,558,155	3,736,624	325,821,531	3.6%	414,892,075	399,432,856	10,522,611	388,910,245	6.3%	288,472,041	280,066,908	22,259,557	257,807,351	10.6%
2002	266,473,359	260,499,083	5,858,698	254,640,386	4.4%	226,748,635	216,327,990	20,749,422	195,578,568	13.7%	145,044,367	135,165,340	19,836,379	115,328,961	20.5%

## Exhibit G

## Summary of BMS/OTN Revenue by Product (\$): Excluding Sales to Federal Entities

Year	Monopril HCT					Plavix					Serzone				
	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference
1993															
1994															
1995											50,509,863	50,501,961	-	50,501,961	0.0%
1996											95,871,610	95,139,289	-	95,139,289	0.8%
1997											160,912,997	159,996,051	1,051,057	158,944,994	1.2%
1998				104,900,616	104,871,759	-	104,871,759		0.0%	223,904,612	222,786,537	1,035,569	221,750,968	1.0%	
1999				490,575,620	489,931,884	-	489,931,884		0.1%	307,990,562	307,402,907	816,011	306,586,896	0.5%	
2000	7,072,609	6,865,450	90,089	6,775,361	4.2%	811,207,539	807,349,396	-	807,349,396	0.5%	349,718,989	344,892,106	1,538,268	343,353,838	1.8%
2001	18,324,962	18,007,437	640,714	17,366,722	5.2%	1,213,543,347	1,190,166,791	-	1,190,166,791	1.9%	422,703,882	410,679,857	868,114	409,811,743	3.0%
2002	16,902,411	16,450,224	1,171,473	15,278,751	9.6%	1,537,693,579	1,507,723,667	-	1,507,723,667	1.9%	145,609,776	135,991,479	630,111	135,361,368	7.0%
Tequin															
Year	Tequin					Videx EC									
	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference	Revenue at WLP	Net Revenue	Rebates	Net Revenue with Rebates	Difference					
1993															
1994															
1995															
1996															
1997															
1998															
1999	35,631,503	32,140,149	-	32,140,149	9.8%										
2000	108,121,330	103,907,064	569,470	103,337,594	4.4%	20,476,641	19,685,177	-	19,685,177	3.9%					
2001	287,147,062	278,456,352	3,001,928	275,454,424	4.1%	94,812,038	94,594,508	-	94,594,508	0.2%					
2002	97,498,301	93,959,701	2,679,517	91,280,184	6.4%	92,145,585	92,062,294	-	92,062,294	0.1%					

## Sources:

BMS invoice data from SHARP: DirectSales\_IncludingPHS.txt  
 Pre1997-Direct.txt  
 DirectSalesSupplement\_Production.txt  
 Coumadin Direct Sales\_Pre 100197.txt

OTN invoice data: OTN Blenoxane.txt  
 OTN Cytoxan.txt  
 OTN Paraplatin.txt  
 OTN Taxol.txt  
 OTN Vepesid.txt  
 OTN Blenoxane\_Pre1997.txt  
 OTN Cytoxan\_Pre1997.txt  
 OTN Paraplatin\_Pre1997.txt  
 OTN Taxol\_Pre1997.txt  
 OTN Vepesid\_Pre1997.txt

BMS chargeback data: Chargebacks\_IncludingPHS.txt  
 Pre1997-Indirect.txt  
 ChargebackSupplement\_Production.txt  
 CoumadinSupplementChbk.txt

Wholesale List Price: PricingRevised.xls  
 buspar\_rubex.xls  
 WLP PRICING FOR MONTANA MDL.xls

Rebate data: sappmts with filenames.xls  
 CARS\_IS\_Data\_MT\_NV\_1.txt  
 CARS\_IS\_Data\_MT\_NV\_2.txt

## Notes:

Sales, chargebacks, and rebates to federal government customers are excluded  
 Revenue at WLP represents total units sold multiplied by WLP  
 Net Revenue is Gross Revenues net of chargebacks  
 Net Revenue with Rebates is Net Revenue net of rebates  
 Difference is Revenue at WLP less Net Revenue, representing price concessions  
 See Exhibit D for an explanation of the underlying calculations  
 Shaded figures indicate full years in which the drug was patent protected  
 Coumadin figures prior to 2002 do not exclude sales to federal government customers